



FORUM2016

2016 Forum Schedule

Sunday, November 13							
Registration 2:30-5:00 PM	Virginia Beach Convention Center Forum Cafe						
Monday, November 14							
Registration 7AM-3PM	Virginia Beach Convention Center						
Opening Session 8:00 – 9:30 AM	Keynote Speaker: Mike Rayburn						
Concurrent Workshops 9:45– 11:00 AM	M01- DPS Update Gleason	M02-Low Bid Really? Forehand Sheppard Stamps	M03-Small Purchase Jeopardy Oprysko	M04-Planning for the Future Grimm	M05-Advanced Sourcing & CM Kirby Milburn	M06-Let Go My Lego: Building Blocks for Specifications Bryant Rodriguez	M07- Termination of Contracts: Minimize the Risks and Cost Westrick
Concurrent Workshops 11:15 – 12:30 AM	M08-eVA Update Caudill Kirby	M09-Informal RFPs? Layman Wilson	M10-Contract Administration Toolkit for Buyers Blackwell Daniels	M04-Planning for the Future Grimm	M11-The Value of SRM to Your Strategic Goals Unger	M12-Town Hall Conversations about eVA Business Chamberlain Giffin	M07- Termination of Contracts: Minimize the Risks and Cost Westrick
12:30 – 2:00 PM	Lunch & Xcelerator Awards						
Concurrent Workshops 2:15 – 3:30 PM	M13-Common Vendor Questions... Matias Stokes Twyman Walker	M14-An Overview of VITA’s Sourcing Process Crenshaw MacKenzie Searce	M15-Small Purchase Challenges Wilson Rodriguez	M16-Top Notch Negotiations Strategies and Techniques Lunney	M17-RFP: From Concept to Contract Bosdell Layman	M18-Consensus vs Average Scoring King Phillips Pressing	M19-APSPM Poker Langley Milburn
Concurrent Workshops 3:45 – 5:00 PM	M20-The Evolving eMail Kemper Stanley	M21-What’s Trending in VITA’s SCM Group MacKenzie Searce	M22-What Can VDC Do for You? Repak	M16-Top Notch Negotiations Strategies and Techniques Lunney	M23-Purchases from \$0 - \$5,000- Small Purchase- High Maintenance Battle Langley	M24-State Procurement Reform: A Work in Progress Petty	M25-Organize the Way You Think Jenkins



2016 Forum Schedule

Tuesday, November 15							
Registration 6:00 AM-3:00 PM							
Concurrent Workshops 8:00 – 9:15 AM	T01--eVA Update <i>Caudill Kirby</i>	T02-Informal RFPs? <i>Layman Wilson</i>	T03-Organize the Way You Think <i>Jenkins</i>	T04-Mandatory Sources Council <i>Gill-Facilitator</i>	T05-A Holistic Approach to Transforming Purchasing to Strategic Procurement <i>Lunney</i>	T06- You've Bought It – Now What Do you Do? <i>Eve Snelson</i>	T07-APSPM Poker <i>Langley Milburn</i>
Concurrent Workshops 9:30 – 10:45 AM	T08-Common Vendor Questions... <i>Matias Stokes Twyman Walker</i>	T09-TBD	T10-Building Your Pcard Foundation <i>Bolden Spears Sudbay</i>	T11-Getting Your SWaM (Numbers) On! <i>Dolan Mayton Wiley</i>	T05-A Holistic Approach to Transforming Purchasing to Strategic Procurement <i>Lunney</i>	T12-Fleet Update 2016 <i>Bisogno</i>	T13-Bullies, Jerks & Other Annoyances in the Workplace: How to Deal with Difficult People <i>Woodward</i>
Concurrent Workshops 11:00 – 12:15 PM	T14-The Evolving eMall <i>Kemper Stanley</i>	T15-Surplus <i>Coburn</i>	T16-5 Ways to Shape Your Program to be Best in Class <i>Bolden Spears Sudbay</i>	T17- Town Hall with Secretary of Administration <i>Gill- Facilitator Rodrigues</i>	T18-Managing Risk and Value Generation with the Right Sourcing Business Model <i>Keith</i>	T19-Frazzled by Federal Grants <i>Hatala Hendricks</i>	T13-Bullies, Jerks & Other Annoyances in the Workplace: How to Deal with Difficult People <i>Woodward</i>
11:00 – 12:15 PM	Vendor Lunch- Hall B						
12:15 – 1:30 PM	Buyer Lunch – Ballroom VCM Luncheon – Suite #2CD						
12:30 – 3:00 PM	Supplier Connect - Exhibit Hall A						
5:00 – 10:00 PM	Dine Around – Virginia Beach Town Center						



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Wednesday, November 16							
Concurrent Workshops 8:00 – 9:15 AM	W01-eVA User Group-You're in Control <i>Kirby Madison</i>	W02-Low Bid Really? <i>Forehand Sheppard Stamps</i>	W03-Contract Admin Toolkit <i>Blackwell Daniels</i>	W04-SRM: New Tools to Assist Your Decision-Making Process Prior to Awarding Business <i>Unger</i>	W05-RFP: From Concept to Contract <i>Bosdell Layman</i>	W06-Consensus vs Average Scoring <i>King Phillips Pressing</i>	W07-APSPM Poker <i>Langley Milburn</i>
Concurrent Workshops 9:30– 10:45 AM	W08-Leveraging eVA Reports, Data & Transparency <i>Caudill Gill</i>	W09-The Value of Trust <i>Robinson</i>	W10-Small Purchase Challenges <i>Rodriguez Wilson</i>	W11-We All Communicate, but Is It Effective? <i>Strand</i>	W12-Advanced Sourcing & Contract Management <i>Kirby Milburn</i>	W13-Town Hall Conversations about eVA Business <i>Chamberlain Giffin</i>	W14-Are You Ready to Retire? <i>Macklin</i>
Concurrent Workshops 11:00 – 12:15 PM	W15-How to Sell eVA to Your Vendors <i>Madison</i>	W09-The Value of Trust <i>Robinson</i>	W16-Small Purchase Jeopardy <i>Oprysko</i>	W11-We All Communicate, but Is It Effective? <i>Strand</i>	W17-Purchases from \$0 - \$5,000- Small Purchase-High Maintenance <i>Battle Langley</i>	W18-Let Go My Lego: Building Blocks for Specifications <i>Bryant Rodriguez</i>	W14-Are You Ready to Retire? <i>Macklin</i>